ONWARD & UPWARD.

PLEASING AND PROFITABLE PANO-

the Northside Land Company's, Highland Park Company's, and the Viaduct Company's Bright Outlook.

shove the smoke, turmoil, and bustle of or trade life in the city across Bacon's-arter branch stands a lofty plateau celted for its beautiful outlook, its cool "in the fragrant summer time," alubrity of climate in the winter. og pictures of life look up from all The rattling, roaring, rushing loco-and cars attached, never failing to and hold the wonder-stricken be-the great city spread out in pretty with its public buildings, church and smoke-wreathed manufac-establishments, water, and wide hes of plain, and boundless horizon, everthing that art and nature can tations of anti-war days

not be amiss to quote from the annual message of Mayor J. Taylor Ellyson in 1830 to the City Council. He said:

"A city which, despite untoward surroundings, has in twenty-five years doubled her population and more than doubled her taxable values may, I think, without presumption claim not to have been a largard in the march of progress. Beautiful for situation, with a climate as salubrious as can be found on this continent, and with religious and educational advantages of the highest order, Richmond offers attractions as a place of residence or for the prosecution of business unsurpassed by any city in the South. We have seventy churches, with a membership of more than 39,000; a splendid system of public schools affording instruction to 11,657 pupils, besides parochial and private schools, institutes, seminaries, and colleges equal to the best in the land. As a manufacturing centre, our nearness to the ironand coal-fields of this and adjacent states, and our superior facilities for shipping by railway or steamboat enables us to offer inducements not within the reach of many communities. A city that gives employment in her manufacturing centre."

No man in the city is better authority on questions of this sort than Mayor Ellyson, he having given the subject painstaking and careful study.

Tho Texture Text

The Northside Land Company have adopted the following, restrictions for the good of all who propose building, and these hold good for a period of twenty-five years:
1. No intoxicating liquors to be sold.
2. No sale to a butcher unless as a part of the sold.

vate residence.

3. No sale to a tanner unless as a private

ircumstances.

5. No sale to any person or for any pur-lose that can be defined as a nuisance.

Other important regulations were adopt. ed as follows:
The money realized from the sale of lots
shall be placed in the treasury, subject to
the control of the majority of stock-

orthside Land Com. It must be understood that each share of

and pleasant to any and all who may have

and pleasant to any and all who may have dealings with them.

Parties destring information respecting Chestnut-Hill property will obtain the same by writing to or calling upon President J. M. Fourqurean at Fourqurean, Price & Co.'s, or Secretary W. H. Dunn, 211 east Broad street.

HIGHLAND PARK COMPANY.



was all-important that there some means by which this there are 1,500 shares there will be 1,500 valley through which it ould be spanned, in order easy connection could be votes.

As there is no indebtedness upon the property the title will be fully guaranteed by a general warranty deed. From these arrangements it is perfectly apparent that the company intends the fairest dealings with the public, and that it will spare no effort to make it both profitable and pleasant to any and all who may have

lowing named gentlemen, and it was here what a monument they for themselves in what is now uside viaduct; President, Nor-andolph: Vice-President, J. M. m: Secretary and Treasurer, W. Directors—B. F. Johnson, thinson, N. W. Bowe, J. D. Mos-les Cary, J. S. Sublett, and A. F.

ies on that occasion will be of interesting character. Everything start piece of public improvement has watched with these interest by the sort the city and county, and as to be the cap-stone of its success, reds from the city and the adjoining y will swarm to the place, Mayor J. Ellyson will deliver an address, ichmond Howitzers in full uniform arade and grace the occasion by their meand the firing of a salute. After ceremonies a lunch in the afternoon employed.

The officers of the Highland Park Company are: Norman V. Randolph, president; B. F. Johnson, vice-president; Frank Mosley, secretary and treasurer; A. F. Mosby, general manager. Directors: N. V. Randolph, president of the Virginia State Insurance Company; B. F. Johnson, of B. F. Johnson & Co., book publishers; and the firing of a salute. After ceremonies a lunch in the afternoon employed.

The officers of the Highland Park Company are: Norman V. Randolph, president of the Virginia wards. A. F. Mosby, Waynesboro', Va.; A. J. Enslow, Richmond, Va.; J. M. Fourqueren, of Fourquean, Price & Co., dry goods; Peter A. Sublett, of Sublett & Cary, commission merchants; J. D. Mosby, of Virginia Nurseries; Frank B. Enslow, attorney at law, Huntington, W. Va.; N. W. Bowe, real estate and loans, and Frank Mosby, Richmond, Va.

A BEAUTIFUL LOCATION.

similar enterprise of private outh, if indeed in the Union,

net is at present a toll-bridge, thrown open to the public for eks free. The tolls when colcounty, directly north of the city of Richmond, at the same distance from the Capitol Square as the Exposition building, or two and one-quarter miles, and directly within the line of the improvements now being so successfully developed by the Northside Land Company, whose energy and enterprise, it can be justly said, have increased the value of their property, and that of adjacent land, from 400 to 800 per cent, within the last twelve months.

The situation of every one of these lots brings within the range of vision pleasing landscape views and lovely outlooks on ks free. The tolls when col-be about as follows: Foot pas-ent; one-horse buggy and oc-cents; one-horse carriage and 5 cents; one-horse sulky or cents; two-horse buggy and cents; two-horse carriage and 7 cents. A track for an elec-has been laid across the bridge, completed through the centre completed through the centre pany's property, forming a loop Highland Park, a contiguous and returning partially over the to the viaduet, connect with racks and the Manchester and Electric Line. All of this rail-completed and in full operabrings within the range of vision pleasing landscape views and lovely outlooks on all sides. The grand table-land gradually, and almost imperceptibly, slopes citywards, the grade being less than forty feet to the mile, making it capable of most excellent sewerage, and at the same time giving to each lot a commanding view of the city and country.

VALUABLE PROPERTY.

Almost recentlying that has been said to

an new be seen how direct and easy

ication with the city can be any of the Northside Land property. Having satisfied this it will be well to look into the advantages offered by the drive some description of the the land and the company's Almost everything that has been said to show why the Chestnut Hill property is valuable can with equal truthfulness be claimed for Highland Park. The great viaduct connects it with Richmond, and the electric-car lines will run through the the electric-car lines will run through the entire properties, giving a seventeen-hour service. The first car will leave Highland Park af6 c'clock in the morning and the last one will leave Richmond at 11:15 at night, affording rapid transit to and from the city of Richmond and across the river to Manchester. As has been said before, these street-railway facilities will be in full blast in July next, and will put passengers in the business part of either city from the most distant lots in Highland Park within fifteen minutes.

The promoters of this company are energetic, successful, progressive business. the land and the company's dure in the development of d of enterprise.

t Hill consists of 130 acres of land issuice county directly north of a 400 yards of the present corrits of the city of Richmond and e and one fourth miles of Capitol over one hundred acres of this visituated land is located upon a plain. It has this great advancouples with it the additional agesusceptible of the best several unit of the complete the com nation rarely seen. From

The promoters of this company are energetic, successful, progressive business, men, thoroughly identified with the business interests of Richmond and its well.

Is and Company, duly charficored as follows:

J. W. H. Dunn, secretable of Richmond and its suburbs, and may be expected to do far more than they promise. The company has surveyed and laid out, as is shown by their maps, avenues sixty and eighty feet wide, all pointing directly to the city; streets fifty feet wide, alleys twenty feet, and lots thirty-five by one hundred and forty. NOUTHINDE LAND COMPANY, pany owning this property is side Land Company, duly charofficered as follows: J. W. president: Norman V. Ranpresident; W. H. Dunn, secre-essurer: A. F. Mosby, general. Charles V, Meredith, counsel. J. M. Fourqureau, of Four-J. M. Fourqureau, of Four-de & Co.; Norman V. Randolph, W. Burke, president National Staunton, Va.; W. H. Dunn, Dunn; A. F. Mosby, of Vir-ries; I. Temple and E. D. urqurean, Frice & Co.; Peter f Sublett & Cary, commission and Colonel W. Miles Cary, of merchants. ery, commission merchants. t is a fact that every share has been sold, and that the to-day range from \$10 to

forty.

any have surveyed, laid off, making good roadways of mes and thoroughfares sixty levs twenty feet, and have have in fine growth nine amental shade trees bordering ks on all the principal avenues.

The of the best portion of the consurveyed and laid off into h lot having a thirty-foot front is sixty feet wide and running also twenty feet wide.

FINE FACILITIES.

FINE FACILITIES.

FIGURE FACILITIES

FIGURE FA

and they may be, and is admirably for factories.

For factories, and the Richmond these incilities, and the Richmond live and Machine-Works broke up in the city of Richmond and across the corporate limits into country, and there, not over 300 ton the Northside Land Compound, established their works, criss cost not less than \$1,000,000, e capployment to 630 hands when a full force, Just below the Locoand Machine. Works are the princips of the Chesapeake and Chio Company, where 1,000 operatives fry music overy day with hammer thine. Standing on the ground of this one broad sweep, take in, it is any, 100,000 busy, thriving people in almost every pursuit known in likely world.

therefrom by action of the Board of Directors.

Purchasers desiring to anticipate their deferred payments can by so doing secure their deeds to lots immediately after the assignment, and will be allowed a discount of 6 per cent. As soon as \$200 has been paid on each block the stock will be issued. When the entire amount of \$350 has been paid and a drawing made a deed will be given to the purchaser.

These lots will be designated by a drawing superintended by disinterested persons, to take place as soon as practicable after the sale of lots.

PLAN FOR DRAWING LOTS.

Only two adjacent lots can be secured by After the sale of rots.

PLAN FOR DRAWING LOTS.

Only two adjacent lots can be secured by any purchaser on the same square. The manner in which these lots shall be designated will be as follows: After the entire 400 lots are sold and the number of double lots sold, ascertained, the Board of Directors will locate the number of double lots needed, equitably in the proportion the number of double lots bears to the entire 400. Then the parties who bought double lots will have their lots drawn from the residue of the 400—the drawing for double lots unless the claim is drawing for double lots unless the lots drawing for double lots lots

With such trade surroundings, and such such sites for homes, what an attraction is here offered to new comers.

Upon this subject of cttractions it may

pany as were sel Land Company. BARTON HEIGHTS.

A Brief Sketch of This Lovellest Village of the Plain.

A Brief Sketch of This Lovellest Village of the Plain.

The growth of Barton Heights has not only been wonderful, but it has been marvellous. Its rapid rise and progress has been a revelation to our heretofore easy-going and conservative community. Where but a short time since stood what was generally recognized as one of the almost irredeemable waste places a lovely town has sprung up almost by magic. It seems as if some enchanter's wand had touched the arid desert and from this touch had blossomed forth the sweetest of oases.

Barton Heights is but a little over eighteen months' old and its growth is the enterprise of Mr. James H. Barton. This gentleman has had the most successful experience in building similar places in the West, notably at Memphis and Luttle Rock. It did not take Mr. Barton long after he visited Richmond to decide that there was no reason why Richmond should not be improved upon its northern limits as well as upon those of the east and the west. He perceived what he considered every natural condition for the building up of a beautiful suburban addition. There were some that smiled at the idea, but Mr. Barton was satisfied that all that was needed was a start in the right direction. He made that start and its rich results are seen to-day in a very full fruition of all of his hopes and dreams.

There are now at Barton Heights some fifty-five dwellings of varied and picturesque architecture, and others in process of construction, while the demand for houses is greater than at any time since the first house was erected.

Barton Heights is one and one-quarter of a mile from the Richmond post-office. It occupies an elevated and commanding position west of the Henrice turpike. Its situation is such as to secure perfect drainage, and it is the central figure and objective voint of some of the love living in the vice.

situation is such as to secure perfect drainage, and it is the central figure and ob-jective point of some of the loveliest drives around Richmond.

BEAUTIFUL STREETS.

The streets are beautifully laid off and graded, the place supplied with electric lights, and there is an ample supply of water in every house from a spring whose capacity is about 50,000 gallons per day.

In a very short time electric cars will be running to the Heights and the opening of the Fifth-street viaduct affords a very desired and convenient mode of access to the village. The population of Barton Heights is over two hundred and it is a charming community. Most of them were formerly tenants in Richmond, now they either own or will in time become owners of the houses they occupy. Mr. Barton is particular as to whom he sells and no shady or suspicious characters have as yet succeeded in securing a domicile in that most favored section. Barton Heights combines and blends in itself tha pleasures of both town and country. There is a spacious hall at which entertainments are given every week. On the sabbath day it is used for religious services. The foundation of an Episcopal church has already been laid and the movement to erect a Baptist church will, it is believed, be entirely successful.

The style of architecture is in every way aleasing to the eve. It combines taste with BEAUTIFUL STREETS.

The style of architecture is in every way pleasing to the eye. It combines taste with novelty, blended with beauty. It is both varied and picturesque, and most of the residences are little beauties.

FINANCIAL PLAN. To the tourist coming to Richmond at this day Barton Heights is visited and pointed out as one of our great attractions in common with the many others which the city possesses. The financial plan of Mr. Barton is one that has commended itself to the community, and has been one of the chief factors in transforming this sterile field into a lovely settlement. From Mr. Barton a reputable citizen can secure a home on the most reasonable terms and The Highland Park Company obtained its charter from the Circuit Court of Henrico and its scope covers the same ground of the viaduct and the Northside Land Company. The reason these charters were prayed for from the Henrico Court is found in the fact that the property lies in Henrico county. with easy payments. He has, indeed, been a reat benefactor to the community.

Barton Heights has most of the city comforts. There are stores and elegant nurseries, and it is connected with Richmond by a stage line which makes trips at regular intervals.

The officers of the Highland Park Company are: Norman V. Randolph, president: B. F. Johnson, vice-president: Frank Mosley, secretary and treasurer: A. F. Mosby, general manager. Directors: N. V. Randolph, president of the Virginia State Insurance Company: B. F. Johnson, of B. F. Johnson & Co., book publishers; A. F. Mosby, Waynesboro', Va.; A. J. Enslow, Riehmond, Va.; J. M. Fourquean, of Fourqurean, Price & Co., dry goods: Peter A. Sublett, of Sublett & Cary, commission merchants; J. D. Mosby, of Virginia Nurseries; Frank B. Enslow, attorney at law, Huntington, W. Va.; N. W. Bowe, real estate and loaus, and Frank Mosby, Richmond, Va.

This company owns over 800 beautiful and valuable building lots lying in Henrico county, directly north of the city of Riehmond, at the same distance from the Cap.

brightening. Lots are being constantly sold. Great improvements are being daily made. The work of grading, gravel-ling the walks, and the opening of new streets and avenues is being vigorously pushed, and nothing but some unforeseen directly north of the city of Rich-t the same distance from the Cap-sold. Gra streets and avenues is being vigorously pushed, and nothing but some unforeseen calamity can stay the upward and onward progress of what is by common consent the loveliest of all of Richmond's suburbs.

Barton Heights, as it stands to-day—blossoming like the loveliest rose of spring—is a living illustration of what entergy and enterprise can accomplish and is a lasting monument to its liberal and progressive founder. It seems to those who had spent years in that locality more like a dream than a reality—but though almost an Arcadia it is no dream, but the most substantial of realities.

Barton Heights is specially favored and possesses qualities which seem destined to secure for it a great and most successful future. It has pure air, excellent water, beautiful buildings, perfect drainage, and the charms of both city and country.

Above all it has a cultivated and refined society. Mr. Barton's efforts at having a model community have been ably seconded by all of those who have there sought homes. There is generous rivalry among them as to whom shall have the neatest and nicest

There is generous rivalry among them as to whom shall have the neatest and nices home. There is a kind of an emulation without envy and the result is that every premises is always found in apple-pie

order.

With all of its natural advantages coupled with what the art of man can add to its embellishment there is every reason to predict for Barton Heights the greatest prosperity and for its founder that success which his energy and enterprise so richly

merit. THE ALDERSON BROWNSTONE. Location of the Quarry-New Exposures-

Use In Richmond. Some of the handsomest buildings in Richmond have been in whole or in part constructed from the beautiful brownstone from the Alderson quarries in West Vir-

It is not necessary to do more than men

and lots thirty-five by one hundred and forty.

INTERESTING BUSINESS PARTICULARS.

The present capital stock of this company is \$220,000, fully paid up and nonassessable, divided into shares of \$10 each, making in all 25,000 shares. The company has surveyed and mapped its property into over 800 lots, each lot having a \$8-foot front or an avenue 60 feet wide, and running back 140 feet to an alley 20 feet wide. Over one half of these lots are reserved in the treasury of the company: the remaining 400 have been nearly all sold. Very little of the stock of the company is now on the market, and from present indications that will be quickly disposed of.

Of the lots left and the shares of the capital stock fully pard up and non-assed able now on the market sales will be made to the following terms: One lot and twenty shares of stock. \$350, to be paid to as follows: The payment in cash of the following terms: One lot and the subscription, the deferred payments in the subscription, the deferred payments with those terms of settlement as set fortin above within ten days shall forfeit his interest to be made to the order of Frank Mosby. Box 227, Richmond, Va. Any purchaser failing to comply with those terms of settlement as set fortin above within ten days shall forfeit his interest in his purchase unless relieved therefrom by action of the Board of Directors.

Purchasers desiring to anticipate their deferred payments can by so doing secure their deferred nayments of the Board of Directors.

Purchasers desiring to anticipate their deferred payments can by so doing secure their deferred payments with the secure and the same of the lights of the stock when the entire amount of \$350 has been paid and a drawing made a deed will be sisced.

These lots will be decided by disinterested perpaid and a drawing made a deed will be given to the purchase.

These lots will be decided by disinterested perpaid and control of the stock of the stock of the stock will be issued.

The company are constantly improving their arrangements for

present large force of hands will be increased.

As to the value of the stone for building material, distinct from its beauty, this is certified to by numberless builders and architects. The company have the highest testimonials from expert judges that in all the essentials that constitute the highest grade of brownstone the Alderson cannot be excelled. It has stood every test. This being the case the success of the company is not to be wondered at, and its future seems secure.

Friends' Menting To-Morrow.

Mrs. Elizabeth L. Comstock, whose delightful ministrations have been so greatly enjoyed by those who have heard her, ans consent-out of to remain here until after the Sabbath, and will attend Friends' meeting at 11 o'clock on Sanday morating in their place of worship, on Clay street above First. Her sermon on last Sabbath morning was one of great power and beauty. The meetings are free to all, and any who may feel disposed to go will find a hearty was

REAL ESTATE MEN.

SHORT SKETCHES OF LEADING CON-CERNS IN THE CITY.

What Richmond Owes to Them-Bits Business History-Personal Points Regarding Old and New Firms.

real estate firms in the city. To no class does Richmond owe more than to her real estate men; for no class have been more active in keeping her advantages before capitalists, and in bringing capital to the city for investment. ity for investment .

Apperson & Co. represent one of the oldest real estate firms in the city. In fact, it is not at all certain that they are not the legitimate successors of the first real estate firm ever established in Richmond. The senior member of the firm—who is the Nestor of Richmonds real-estate men—is known to every man, woman, and child in Richmond, and he not only knows them in turn, but knows every piece of property here. The junior member, Mr. Allan Apperson, has been raised in the business and has imbibed all 'of his father's conservative, safe, yet at the same time liberal ideas regarding—conducting real estate transregarding conducting real estate trans-actions. They are safe advisers.

BOWMAN, BOSWELL & SHUMAN. Although this is one of our latest real estate firms, they have already worked their way into the public favor and confidence. The firm consists of Mesers. S. H. Bowman. John I. Beswell, Jr., and G. Norris Shuman. Their office is at 1201 east Main street. They do a general real estate and insurance husiness.

They do a general real estate and insurance business.

They make sales of all kinds of property. Rents are collected and returns made promptly, and loans are negotiated on the most favorable terms. They have for sale some very fine property and invite the attention of buyers. They also solicit the sale of lands, as their facilities for making thick and remunerative hereains are the quick and remunerative bargains are unequalled. They have excellent houses for rent in various sections of the city. The property is all in good order, and to good and permanent tenants rents are rea-

good and permanent tenants rents are rea-sonable.

They are able to place money upon good real estate and other first-class collateral at any time, and invite the attention of those seeking good investments.

In insurance they represent some of the best companies in the country. They are prepared to write policies in the Insurance Company of North America, the German-American the Agricultural, the Viginia American, the Agricultural, the Virginia State, the Equitable Life-Insurance Society of New York, and the United States Mutual Accident Association. In fact, they do a fire, marine, life, and accident insurance business in old and reliable companies.

panies.

Mr. S. H. Bowman, the head of the firm, is one of the best-known men in Richmond. Sam. Bowman has long been known n connection with the express business and in other public connections. He manand in other public connections. He man-aged the Committee on Entertainment at the unveiling of the Lee monument, and engineered the body of the happy Howitz-ers to New Orleans. He is a whole-souled public-spirited gentleman, and brimful f business. Mr. John F. Boswell, Jr., is from Meck-

Mr. John F. Boswell, Jr., is from Mcck-lenburg, and is already known in mercan-tile and business circles as one of our most progressive and popular young men.

Mr. G. Norris Shuman, formerly with Mr. David A. Ainslie, is originally from Lou-doun county. He has been in Richmond for some seven years and stands well in all circles. This concern, composed of young men, is making its mark. He energy, enter-prise, and a sincere desire to please will med, is making its mark. If energy, enter-prise, and a sincere desire to please will avail, it is safe to say that the firm of Bow-man, Boswell & Shuman will soon rank among the most successful concerns in the South.

None of the recently-established real

None of the recently-established real estate firms have at once sprung into as great prominence as that of the gentlemen whose names head this column.

Jackson Brandt & Co. are successfully established at No. 1006 east Main street, where they have unusual facilities for the proper conduct of the real estate business in all of its branches.

They handle all kinds of real estate, buy and sell on commission, and negotiate loans on the best terms. They advance money to people wishing to purchase here on the most liberal terms. This firm has brought and is constantly bringing northern capital to Richmond and its suburbs. They also transact a general insurance and brokerage business, and have reliable consensioned in New York, Philadelphia, and Baltimore. They write insurance in some of the best companies in the United States.

some of the best companies in the United States.

Mr. Jackson Brandt is but twenty-eight years of age, and of him it can be said with truth that he is the architect of his own fortune. Before engaging in his present calling he had a thorough business and margantile experience, and held posi-

present ealling he had a thorough business and mercantile experience, and held positions of trust with first-class firms.

With all with whom he has had either fusiness or social relations he is deservedly popular. He has won and retained the public confidence by strict attention to business. by interrity, and by the utmost courtesy and politeness. This firm is specially engaged in the development of Leonard Heights. This is the growing northwestern suburb of Richmond. This property is level and high, is just beyond the Lee monument, and is situated just at the point toward which the wealth and fashion is moving—the western extension of Franklin street.

The lots in Leonard Heights are 30 feet front by 130 deep and are held at \$150, \$180, and \$210 per lot, according to location. Lots in the addition just this side of Leonard Heights are selling at from \$600 to \$900 per lot. Jackson Brandt & Co. also deal largely in coal and mineral land in Virginia and West Virginia. They have a full line of choice property for safe investment, and invite correspondence from those wishing pleasant and cheap homes, or from any one wishing to make solid investments.

Richmond is prominent among southern cities for its recent growth and rapid development. Still it is seeking northern

vestments.

Richmond is prominent among southern cities for its recent growth and rapid development. Still it is seeking northern capital, and such capital cannot be entrusted into safer hands than those of Mr. Brandt. He is shrewd and faithful to every trust. Besides this he is cautious and conservative. These traits have combined to give him an enviable standing in the business community. Leonard Heights, to which Mr. Brandt desires to call special attention, is destined to become one of Richmond's loveliest suburban spots. The elevation is sixteen feet above the city of Richmond, and it has excellent drainage, the best of pure country air, plenty of good water, and no bad surroundings. It is easy of access by the loveliest of roads, and just remote enough from Richmond to be outside of the dust, noise, and bustle incident to a big city. It is just such a place as a man can enjoy when he sets under his own vine and fig-tree in a nice little home with his happy family around him.

Numbers of lots have been sold and all to people of prominence and the highest respectability. Nolother class need seek an entrance within its charmed circle. Improvements are constantly being made. The work of grading and gravelling is in progress. Houses have been built and others will soon be erected. The present prospects are that the village on Leonard Heights will be the most attractive of all the recent suburban improvements.

Heights will be the most attractive of all the recent suburban improvements.

Jackson Brandt & Co. have no desire to get up any fictitious boom. They do not wish all the money a purchaser can command. They wish the public to take time and consider the advantages offered in this property, and they have no fear as to where their choice will eventually fall.

Kensington and Park avenues will soon be open, and it will be only a five minutes' drive over a lovely road from the Lee monument to Leonard Heights.

Any person of moderate means can own a thirty-foot lot and build a comfortable home there for less than \$2,000. Whenever the contemplated improvements are complete the price of all the lots will be greatly enhanced in value, but the same liberal spirit will prevail with Mr. Brandt that has marked his course since he established his house.

It is such firms as this one that confers

his house.

It is such firms as this one that confers

They are masters of all branches of the real estate business, selling, buying, loans, etc., as well as the projectors and encouragers of large enterprises looking to the advancement and growth of Richmond. As the projectors and originators of the electric street-car system of Richmond they did more to stimulate the growth of Richmond than any enterprise ever before or since undertaken here. The senior member, Mr. J. Thompson Brown, on account of his services in this connection was made the first president of the Richmond Union (electric) Street-Car Line, the success of which marked an era in the upward and onward march of Richmond's prosperity. They publish in connection with their business areal estate paper, The Richmond Progress, the only illustrated paper devoted exclusively to real estate published in this city, which they distribute gratuitously, and by its handsome illustrations not only advertise the many attractions of Richmond, but is a no little factor in the conduct of their large business. The junior member of the firm, Mr. Leiloy E. Brown, is a typical Richmond boy, and has proven by his success that Richmond, and not the West, is the place for a young man of push and energy.

Among the lately-formed firms for the transaction of a general real-estate business is that of Carneal & Gayle.

This firm comprises Messrs. James D. Carneal and John B. Gayle. Their place of business is No. 106 east Main street, and their telephone number is 70. They are Real Estate Agents and Auctioneers. They will sell property publicly or privately. They collect rents promptly, they negotiate loans, write deeds and take acknowledgments. This is considerable work to do, but Messrs. Carneal & Gayle are fully equal to the task. Mr. Carneal is a well-known business-man, who comes thoroughequato the task. Mr. Carneal is a well-known business-man, who comes thoroughly equipped for any work in the new departure he has made. Mr. Gayle's long experience with Sutton & Co., eminently qualifies him for whatever share of the business may be devolved upon him. Carneal & Gayle already have on their hands some very desirable property, city

Carneal & Gayle already have on their hands some very desirable property, city and suburban, and some in the counties adjacent. They also have some very eligible houses for rent. To good tenants rents are placed at a reasonable figure. They are prepared to negotiate loans on the most favorable terms. They have already effected some very good sales and have others in a fair way of successful negotiation.

Carneal & Gayle will study the interest of every patron, humble or great, and pay special attention to every sale whether for one acre or one thousand. They solicit business in large or small quantities, and will give all intrusted to them their undivided attention.

Carneal & Gayle will study the interest of every patron, humble or great, and pay special attention to every sale whether for one acre or one thousand. They solicit business in large or small quantities, and will give all intrusted to them their undivided attention.

Each member of the firm is well and favorably known in Richmond, and from their general reputation it is safe to say that business intrusted to them will be in safe hands, and that returns will be made with the greatest promptness.

Their office is the second door below the First National Bank. It has been newly fitted up and they have every facility for the conduct of a first-class business. Their many friends will wish them an abundance of success in their chosen calling, and when the real estate trade of Richmond Real Estate Exchange.

A thorough training from a very young man up to the present time has made him thoroughly acquainted with all of its details. Pleasant in manner, agreeable, always in a good humor, Mr. Elam is one of the kind of men with whom it is a pleating, and when the real estate trade of Richmond Real Estate Exchange.

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Each member of the firm is well and favorably known in Richmond, and from their general reputation it is safe to say that business intrusted to them will be in safe hands, and that returns will be made with the greatest promptness.

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the favor and patronage of the public they are neither of them new, untried, or unknown men.

Mr. Wilhe Dashiell spent many years of tutilage in the well-known office of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown & Co. He is rightfully considered one of the best-posted young men in the real estate business in Richmond. It has been his lifework. He has made it a study and has profited by his experience.

Mr. Dashiell is also well known in social and military circles. He is an ex-licutenant in the Richmond Blues and a prominent officer in the Blues' Association. He is a genial, whole-souled young man, popular with his associates, and of high standing in the business community.

Mr. C. D. M. Cobb has been for some time in the office of J. Thompson Brown & Co., where his work gave every satisfaction. He will attend to the office work of the new irm, while the senior member will give his attention to affairs out of doors in the city and the surrounding country.

Dashiell & Cobb do not start business without clients. They have in hand ercellent property, both for sale and for rent. They will make a specialty of house-renting. They are in a position to make loans on advantageous terms, and are prepared to write deeds, take acknowledgments, and to do a general real estate business.

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has marked his course since he established his bourse. It is such firms as this one that comfigure the well-known office of J. Thompson firms as this one that community. It is by like-nility and fair-n dealing that patronage is obtained and retained. Mr. Brand thelongs to the class of young men member of the firm of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown and was afterwards the junior member of the firm of J. Thompson Brown and the second part and transaction of the western suburbs and promises to the section of the western suburbs and promises to imaging the best wishes to the parties of the western suburbs and promises to imaging the best wishes a suburbs and promises to imaging the well have the best wishes to the parties of the western suburbs and promises to imaging the well have the best wishes a suburbs and promises to imaging the well have the best wishes firm his been identified with the real saturb interest in the suburbs and promises to image the well have the best wishes a propose to the suburbs and promises to image the well have the best wishes firm his been identified with the real saturb interest in the parties of the prompt by the propose of the suburbs and promises to image of the well have the best wishes firm his been identified with the real saturb interest in the parties of the prompt by the propose of the prompt by the prompt by the propose of the prompt by the propose of the prompt by the prompt by the prompt b

